CONCEPT NOTE

Marketplace and Results-Based Financing for Sustainable Cooling in Nigeria

Date: December 7 (09:30–18:00 hours) and December 8 (09:00–14:00 hours), 2026
Location: Radisson Blu Ikeja, Lagos, Nigeria

Context

Extreme heat is becoming one of the most serious climate risks facing Nigeria. Temperatures reached a record 44.8°C in Sokoto in April 2024, and the Nigerian Meteorological Agency (NiMet) now issues regular heat-stress advisories, with heat-index values of 40–45°C forecast for northern states. Prolonged heat causes dehydration, heat exhaustion and heatstroke, strains the heart and lungs, and hits children, older people and outdoor workers hardest. It also lowers productivity, disrupts learning and speeds up the spoilage of food and medicines.

Access to sustainable cooling is the first line of defence against heat, yet it remains out of reach for many. Around 125 million Nigerians are at high risk because they lack adequate access to cooling, and a further 101 million risk buying the cheapest, often least efficient, cooling devices as incomes rise. Demand will grow fast: Nigeria's urban population passed 128 million in 2024 and is projected to reach around 264 million by 2050, so much of the building stock that will need cooling has yet to be built. In agriculture, inadequate storage and weak cold chains contribute to post-harvest losses of 30–50 percent of total crop output, cutting farmers' incomes and threatening food security.

Sustainable cooling – passive building design, efficient fans and air conditioners, and solar-powered cold storage, among other solutions – can widen access while keeping electricity demand, emissions and energy bills in check. Nigeria already has important foundations in place, including the Building Energy Efficiency Code and minimum energy performance standards for air conditioners, which came into force nationally in 2025. The task now is to turn these foundations into investment at scale.

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Rationale

Despite strong and growing demand, the market for sustainable cooling in Nigeria remains small and fragmented. The key challenges are:

- **High upfront costs:** efficient appliances, cool-building measures and solar cold rooms cost more upfront than conventional options, while many end users – households, smallholder farmers and small businesses – have limited ability to pay.
- **Limited access to finance:** small transaction sizes, unfamiliar technologies and business models, and perceived credit risk make lenders cautious, and concessional finance is scarce.
- **Weak project pipelines:** many projects lack the preparation, data and documentation that financiers require.
- **Capacity and awareness gaps:** there are too few skilled installers and service providers, and awareness of the long-term savings from efficient cooling is low.
- **Fragmented coordination:** government, project developers, technology providers and financiers rarely come together around specific investment opportunities.

Overcoming these barriers requires both **platforms** that connect viable projects with the right finance and technical support, and **catalytic instruments**, such as results-based financing (RBF), that close the affordability and viability gaps keeping private capital on the sidelines.

The Sustainable Cooling Marketplace

The Sustainable Cooling Marketplace is SEforALL's country-level approach to mobilizing investment for heat resilience and sustainable cooling. Working with government and national stakeholders, it turns national priorities and analytical tools such as AgCAP into investment opportunities, supports project identification and readiness, and brings projects together with financiers and technical partners. It builds on SEforALL's Marketplaces in Kenya and Ghana since 2024, which helped deliver lighting and mobility investments respectively.

Nigeria's first Cooling Marketplace, convened by the National Council on Climate Change (NCCC) and SEforALL in December 2025, established a national community of practice and identified follow-up priorities in agriculture and cold chains, healthcare and buildings. The 2026 Marketplace aims to:

1. **Strengthen the community of practice** connecting government, project owners, technology providers, financiers and technical partners.
2. **Build focused investment pipelines** in priority cooling sectors.
3. **Identify barriers to investment and practical solutions**, from project-preparation support to blended finance and RBF.
4. **Improve investment readiness and facilitate matchmaking** between priority projects, financiers and technical-assistance providers.

Results-Based Financing for Cooling

Results-based financing pays an incentive once agreed results – such as efficient units sold and installed, or cold-storage capacity delivered – have been independently verified. Because payment is tied to outcomes rather than inputs, RBF can lower prices for end users, reduce the risk for developers entering new markets and help crowd in commercial investment, while giving funders confidence in what their money achieves.

SEforALL's **Universal Energy Facility (UEF)** already uses RBF to support organizations delivering energy access, and is exploring a dedicated cooling window for Nigeria. The Day 2 session will validate ongoing market assessment findings and gather practical input on the window's design.

Event Overview

The Marketplace and RBF Event will take place in Lagos on 7–8 December 2026 and comprises three sessions:

Day 1 – 7 December, 09:30–18:00 hours (two parallel sessions):

- **Scaling and financing agricultural cold chains**, co-organized with the Bank of Agriculture
- **Scaling and financing sustainable cooling for buildings**, co-organized with the NCCC

Day 2 – 8 December, 09:00–14:00 hours: Results-based financing for sustainable cooling

Day 1: December 7, 2026 | 09:30–18:00 hours

Scaling and Financing Agricultural Cold Chains

Co-organized with the Bank of Agriculture

This session will identify investment opportunities in sustainable agricultural cold chains – cold storage, refrigerated transport, ice production and milk chilling – and the financing and project-preparation support needed to move them forward.

Expected outcomes

1. **Identify priority cold-chain investment opportunities**, the barriers they face and their financing and project-preparation needs.
2. **Strengthen the community of practice** around sustainable cold chains.
3. **Facilitate matches and agree follow-up actions** between project owners, financiers, technology providers and technical-assistance partners.

Who should attend: Bank of Agriculture, Federal Ministry of Agriculture and Food Security, Rural Electrification Agency and State Ministries of Agriculture; NIRSAL, Bank of Industry, World Bank, IFC, African Development Bank, EBRD and commercial banks; farmer cooperatives, aggregators, processors, off-takers and cold-chain operators; solar cold-storage, refrigeration and Cooling-as-a-Service providers; and FAO, GIZ and research institutions.

Draft Agenda – Scaling and Financing Agricultural Cold Chains

Time	Session	Lead
09:30–10:00	**Arrival, Registration & Networking Coffee**	—
10:00–10:10	**Welcome**	SEforALL
10:10–10:30	**Opening Remarks & Setting the Scene: Policy and Enabling Environment for Agricultural Cold Chains** Policies, regulations and institutional frameworks to support investment	Bank of Agriculture (BoA)
10:30–10:45	**Presentation: Identifying Investment Opportunities through Geospatial Analysis** Priority locations, value chains and cold-chain investment opportunities identified through geospatial analysis.	SEforALL

Time	Session	Lead
10:45–11:00	**Coffee Break**	—
11:00–12:00	**Interactive Discussion**	—
12:00–13:00	**Lunch Break**	—
13:00–13:15	**Regrouping and Context**	SEforALL
13:15–14:00	**Technology and Business Models Showcase** What technologies and business models are available to address agricultural cold-chain needs and support scale-up?	Technology Providers & Solution Developers
14:00–15:30	**Let's Do Business: Investment Clinics** Interactive discussion to identify opportunities, explore financing and implementation barriers, and identify potential partnerships and support needs.	All Participants (facilitated by SEforALL)
15:30–16:00	**Report Back** Summarize opportunities and follow-ups	Participants
16:00–16:30	**Closing Remarks**	BoA & SEforALL
16:30–18:00	**Networking Cocktail**	—

Day 1: December 7, 2026 | 09:30–18:00 hours

Scaling Sustainable Cooling in Buildings

Co-organized with the National Council on Climate Change

Building on the Building Energy Efficiency Code and the new air-conditioner standards, this session will identify investment opportunities in passive design, efficient cooling equipment and better building performance, and clarify what financiers need from projects.

Expected outcomes

1. **Identify priority building-cooling investment opportunities**, the barriers they face and their financing needs.
2. **Clarify what financiers can offer and require**, including eligibility, documentation and risk considerations.
3. **Identify potential project–financier matches** and agree follow-up actions.

Who should attend: Federal Ministry of Housing and Urban Development, Energy Commission of Nigeria, Standards Organisation of Nigeria, NCCC, Federal Ministry of Power and relevant State Ministries; Bank of Industry, World Bank, African Development Bank, IFC

and commercial banks active in green building or energy efficiency; public and private building owners, including hospitals, schools and universities; providers of cool roofs, insulation, shading, efficient fans and air conditioners and building controls, ESCOs and installers; and GIZ, UNEP/Cool Coalition and professional associations.

Draft Agenda – Scaling Sustainable Cooling in Buildings

Time	Session	Lead
09:30–10:00	**Arrival, Registration & Networking Coffee**	—
10:00–10:10	**Welcome**	SEforAll
10:10–10:30	**Setting the Scene: Policy and Enabling Environment for Sustainable Cooling in Buildings** Policy priorities, enabling frameworks and opportunities to unlock investment and scale up sustainable cooling in buildings.	NCCC
10:30–10:45	**Presentation: Financing Sustainable Cooling Investments** Financing solutions and instruments to unlock investment and scale up sustainable cooling in buildings.	DFIs / Financial Institutions
10:45–11:00	**Coffee Break**	—
11:00–12:00	**Interactive Discussion**	—
12:00–13:00	**Lunch Break**	—
13:00–13:15	**Regrouping and Context** Building on the 2025 Marketplace and setting expectations for the afternoon.	SEforALL
13:15–14:00	**Technology and Business Models Showcase** What technologies and business models are available to improve access to sustainable cooling in buildings?	Technology Providers & Solution Developers
14:00–15:30	**Let's Do Business: Investment Clinics** Explore investment opportunities, financing solutions, potential partnerships and pathways to implementation.	All Participants (facilitated by SEforALL)

Time	Session	Lead
15:30–16:00	**Report Back** Summarize opportunities and follow-ups	Participants
16:00–16:30	**Key Takeaways, Next Steps & Closing Remarks** Identify priority opportunities, potential partners and follow-up actions.	NCCC & SEforALL
16:30–18:00	**Networking Cocktail**	—

Day 2: December 8, 2026 | 09:00–14:00 hours

Results-Based Financing for Sustainable Cooling

This session will lay the foundations for a dedicated cooling window under the UEF. It will validate ongoing market assessment findings, identify priority cooling needs – across homes, health facilities, schools, public spaces, agriculture and productive uses – and assess where RBF could best bridge financing gaps.

Expected outcomes

1. **Understand the challenges** that developers, financiers, beneficiaries and technology providers face in deploying sustainable cooling, and **which market segments** can be stimulated through results-based incentives.
2. **Gather practical input on the design of a UEF cooling RBF window**: eligible technologies, results to reward, incentive levels, eligible recipients, and verification and disbursement.
3. **Identify potential pilot participants and partners** and agree on the next steps.

Who should attend: NCCC, Federal Ministry of Housing and Urban Development, Energy Commission of Nigeria, Standards Organisation of Nigeria, Federal Ministry of Power and State Ministries; housing developers, building owners and facility managers; cold-chain actors, from farmer cooperatives to cold-storage operators; cooling technology providers, ESCOs and Cooling-as-a-Service firms; and organizations experienced in designing or verifying RBF programmes.

Draft Agenda – Results-Based Financing for Sustainable Cooling

Time	Session	Lead
09:00–09:30	**Arrival, Registration & Networking Coffee**	
09:30–09:45	**Welcome & Opening Remarks**	NCCC & SEforALL

Time	Session	Lead
09:45–10:00	**Context Setting: The Universal Energy Facility: Progress and Impacts** Introduction to the UEF, different programs under it, and showcase impacts and lessons from ongoing programs	SEforALL
10:00–10:20	**RBF for Cooling** Why results-based financing for cooling in Nigeria: Lessons from previous programs	Shell Foundation
10:20–11:20	**Panel: Voices from the Ground** What challenges do clean cooling solution developers, beneficiaries and technology providers face in deploying sustainable cooling technologies, and how could RBF help overcome them?	(1) Space Cooling & (2) Cold Chain Practitioners and Technology Providers (Moderated by SEforALL)
11:20–11:35	**Coffee Break**	
11:35–12:25	**Parallel Group Discussions: Shaping the RBF Window** Group A – Space cooling in buildings: building developers and owners, beneficiaries and technology providers. Group B – Agricultural cold chains: farmer cooperatives, aggregators, cold-chain operators and technology providers. Guiding questions for both groups: - Which technologies and results have the most potential for scale-up? - What are the main barriers to investment in sustainable cooling technologies ? - What level of incentive would change investment decisions?	All Participants (Facilitated by SEforALL)
12:25–12:50	**Report-Back & Open Discussion** Key insights from each group and priority design considerations for the RBF window.	Group Rapporteurs
12:50–13:00	**Next Steps & Closing Remarks** Pilot timeline, expressions of interest and how to stay involved in the RBF design process.	SEforALL
13:00–14:00	***Lunch & Networking***	-